Aaron West, CEO

@NevadaBuilders
Lots of jobs since Sept. 2014

Study Area Employment Tracking: Dec-14 to Feb-18
(EPIC Forecast Period: 2015-2019)

Sources: EPIC Committee, Nevada State Demographer, Bureau of Labor Statistics
New Housing Permits - Washoe County

2017 Total = 5,120 (58% MF - 42% SF)

2016 Total = 3,595 (46% MF - 54% SF)

2015 Total = 2,776 (28% MF - 72% SF)

Jan-18 = 184
New Residential Units per New Job

2005 = Peak of New Units (6,004)

1992-2006 Avg New Units per New Job = 0.79
2013-2017 Avg New Units per New Job = 0.26

Sources: Washoe County Assessor and Department of Employment, Training, & Rehabilitation (CES data)
7,800 Homes for sale in the 7 county region

AVERAGE HOME VALUES BY CITY
Burlington $174,200
Caledonia $185,600
Mount Pleasant $167,100
Norway $270,000
Racine $101,500
Sturtevant $127,200
Waterford $232,900
Wind Lake $250,900
Yorkville $266,800
Reno-Sparks Apartment Vacancies and Rents

Source: Johnson-Perkins-Griffin Apartment Survey

Estimated Income to Afford $1,180 = $48,364 (@ housing cost 33% of income)

Apartment Units Under Construction = 3,762
Apartment Units Approved = 8,329

RENO-SPARKS REGIONAL ECONOMY – MARCH 14, 2018
## Northern Nevada Construction Jobs By Age

<table>
<thead>
<tr>
<th>Age</th>
<th>2016 Jobs</th>
<th>2016 Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>14-18</td>
<td>130</td>
<td>0.7%</td>
</tr>
<tr>
<td>19-24</td>
<td>1,147</td>
<td>6.0%</td>
</tr>
<tr>
<td>25-34</td>
<td>4,116</td>
<td>21.5%</td>
</tr>
<tr>
<td>35-44</td>
<td>4,867</td>
<td>25.4%</td>
</tr>
<tr>
<td>45-54</td>
<td>4,852</td>
<td>25.3%</td>
</tr>
<tr>
<td>55-64</td>
<td>2,961</td>
<td>15.4%</td>
</tr>
<tr>
<td>65+</td>
<td>1,098</td>
<td>5.7%</td>
</tr>
</tbody>
</table>
How many craft professionals will your state need by October 2019?
Milwaukee 7 Region
Home to MillerCoors, Harley-Davidson, and S.C. Johnson

Reno-Sparks MSA
Home to Tesla Gigafactory

2.4K
Sq Mi

6.6K
Sq Mi

2.04M
Population

426M

1.08M
Labor Force

82% White
2% Black
22% Hispanic
37 years

77% White
15% Black
11% Hispanic
38 years

Demographics

$55K
Median Household

$54K

10%< HSD
28% HSD
41% Post-Secondary

13%< HSD
25% HSD
34% Post-Secondary

Education

Source: American Community Survey, US Census Bureau
Thoughts:

Coalition of the construction industry as a whole needs to work together to change the narrative and educate about the opportunities that exist.

Create a pipeline for apprenticeship programs thru pre-apprenticeship education.

Temporary living situation for construction workforce.

Define your housing needs and your community resources, then try to get ahead of the curve.

Define your capabilities and develop plans to scale as needed.